

## HEAVY RATIO OF TELEPHONES

One Instrument to  
Every Ten People

BELL COMPANY'S SYSTEM.

How Parent Company is Inter-  
ested.

As a factor in the business and social progress of Salt Lake, the telephone utility is prominent in the public eye. A writer on this subject, who has interviewed the officials of the Rocky Mountain Bell Telephone company, brings out a number of interesting facts.

The cost of doing business in Salt Lake will increase steadily with the growth of the city. There is no doubt about that; and merchants and professional men know that rents, taxes, wages and all business expenses will be higher from year to year; while greater opportunities for profit should offset the increase in expenses, still unnecessary expense will always be a burden.

The business men of Salt Lake are now in a position to find out for themselves whether the expense of two telephone systems is necessary to the increase of their business or a burden which they have voluntarily assumed. Any business man will concede that one good telephone system is only a necessity but an economy. In most instances the saving in postage and stationery, the saving in car fare, or the saving in horse-drawn conveyances, more than pay the telephone cost, while in all cases the saving in time is beyond computation. It has been estimated that the average business man could better afford to pay ten times what his telephone service costs him rather than do without it. The more he uses it, the more profit he makes from it. Whether the profit is doubled if he has two telephones on his desk, is the question which Salt Lake has undertaken to work out for itself.

Should this city, which has been from its experience that two telephone systems are an unnecessary burden, and that competition cannot reduce rates without reducing the value of the service, added expense must still be doubled for the two plants have been installed and there is no reason to believe that either company will cease doing business.

While the introduction of the several telephone systems is irrevocable, there is a great mistake which the business men may make if they do not consider the question fairly and broadly. When they begin to feel the burden of two telephones it is natural for telephone users to call for an arbitrary reduction of rates, hoping to get two telephones at the price of one. If this could be done, it would be the worst possible thing for the business men of Salt Lake, because it would mean a limiting of the number of telephones connected with either system, and consequently a restriction of the opportunity for profit to the user, and every connection is an opportunity for profit.

Take the case of the Rocky Mountain Bell Telephone company, which, although it has the lowest minimum rate, has the highest maximum rate. Its schedule may be susceptible to some rearrangement in detail, but in the main its plan of rates is the result of the combined experience of the Bell companies during the last twenty-five or thirty years. They have discovered that by the fair and equitable distribution of the cost of telephone service in proportion to its use by the subscriber, more people will be induced to put in telephones, and the value of the telephone service thereby increased.

The Bell companies have carried telephone facilities within reach of 50,000,000 of the American people and are spending \$3,000,000 of new money a month to reach the rest of the population.

It would be possible for the Rocky Mountain Bell Telephone company to charge one flat rate for all subscribers, but that would mean that the smaller users would pay for their own service and a large share of the service of the big users. The small users who could not, or would not, stand this injustice, would drop out, and instead of a public utility, Salt Lake would have a limited utility, which only the comparatively rich could enjoy. The small users, having learned the value of the telephone, would not submit to this deprivation, but would naturally induce a third telephone company to begin operation on a plan that would place telephone facilities within their reach. This third company would be confronted with the same problem—either a limited rate or a limited list of subscribers.

This paralyzing condition need not be feared, as it is reasonably certain that the Bell company will not abandon a plan which has given Salt Lake 1,000 telephones in actual use, and has made it possible for one person in every ten to become a subscriber.

The telephone business is peculiar in two points, namely that an increased number of customers means increased expense for the service given each customer and an increased value of the service to each customer. The business of all the Bell companies is being developed along those lines, with the assistance of the American Telephone & Telegraph company, which is more commonly known as the long distance company. This is the company which has strung nearly a million miles of copper wire for long distance talk, and which is now building the first telephone line across the plains to connect the Rocky Mountain region with the central west; and this parent company, as it is called, is a majority owner in the thirty odd local companies which make up the Bell system. This long distance company maintains a force of over 150 of the best engineers in this country, who are constantly trying to improve the apparatus, the construction and the service of the Bell companies.

The Rocky Mountain Bell company relies upon the long distance company for any engineering assistance it needs, just as it calls on it for money needed for improvements and extensions. The long distance company also has a large force of expert accountants, whose services are available to the local companies without expense.

Through the facilities of the Western Electric, a subsidiary company, the long distance company is able to provide the local companies with standard telephone apparatus and supplies at the lowest possible price. Telephone instruments and switchboards are manufactured for the Bell companies in such large quantities that a very practicable economy is realized. Telephone receivers and transmitters of the latest standard design are supplied to the local Bell companies by the parent company at a fixed annual charge, which is less than it could cost the individual companies if they bought the instruments outright and had to pay for repairing and replacing them. The economy would be similar to that obtained by the patronage of a towel supply company, if such a company yearly sent out constantly increasing new and better towels, to replace those only half worn out.

But the chief task of the American Telephone & Telegraph company is to enhance the improvements and extensions, which are necessary in order to keep pace with the public demand for telephone facilities. The new money which the Bell companies require for their purpose each year aggregates between thirty and forty million dollars, but such sums are obtainable year

after year at the lowest market rates in itself a guarantee that the capital of the Bell companies represents actual property value. The parent company has paid dollar for dollar on every share of the Rocky Mountain Bell Telephone company's stock that it holds. About \$1,200,000 has been furnished by the long distance company toward the building of the plant of the Rocky Mountain Bell, and only the interest on this amount at 6 per cent is sent back to Boston.

The American people want the best telephone service, just as they want the best of other things, and yet they forget that the best in this case is not merely a matter of transmission and apparatus, but the best; and that is the widest possible field of telephone talk.

The Bell management appreciates this, and with data from 25,000 cities, towns and villages, where Bell facilities are provided, the most capable telephone men obtainable are planning to make the telephone of the greatest possible use to the people, and therefore of the greatest profit to those who have put their money, and will put their money, into the business.

The record of other cities shows that business men are ill advised when they try to override the scientific principles of the business, and that the burden of competition is not lessened by arbitrary efforts to limit the scope of the telephone's usefulness at large, for it is only by providing all classes of people with service at rates proportionate to their use that the widest scope of the telephone's usefulness is attained.

**HIS METHODS  
WERE TOO LAX**

Judge Baker of New Mexico  
Removed by the President.

RESULT OF INVESTIGATION

MORE VIGOROUS AND STRICT OFFICIAL NEEDED.

Washington, Dec. 10.—Judge Benjamin S. Baker of New Mexico has been removed by the president as the result of a series of complaints filed with the president regarding affairs in Bernalillo county. The president decided that a more vigorous and strict judge was needed to remedy the evils complained of. The following official statement of the case was given at the department of justice today:

"The president has removed from office Judge Benjamin S. Baker of New Mexico. Numerous complaints were presented and a thorough investigation was made by a representative of the department of justice.

"It was found that in Bernalillo county, in which Albuquerque is situated, political and official affairs generally are in bad condition, that improper jury commissioners were being appointed, that the selection of jurors was tampered with, the Sunday law was not enforced against gambling and saloons, and that Judge Baker was not doing what a judge should do to remedy the evils.

"It was considered that a more vigorous and strict judge was imperatively needed in his place.

"It was for these reasons that a change in the judgeship was concluded upon and not because Judge Baker was deemed dishonest or corrupt. Judge Baker was fully examined and his statements taken down for the information of the president, but so far as the reasons for his removal are concerned, his explanations were not deemed sufficient to prevent a change of judges.

"Delegate Rodney of New Mexico called at the White House today to urge the president to give Judge Baker a hearing, but learned that Baker already had been removed and that the case could not be considered further.

**"DOC" H. J. FAUST DEAD**  
Pioneer Utah Man Succumbs to Heart Disease in Los Angeles.

H. J. Faust, whose career during the time of Utah's infancy was full of action tending toward the upbuilding of the state and of the west, and who was one of President Brigham Young's most valued personal friends, passed away yesterday morning in Los Angeles, presumably of heart failure. The brief dispatch announcing the death of Mr. Faust, who, as "Doc" Faust, was widely known in Salt Lake, is as follows:

Los Angeles, Cal., Dec. 10.—H. J. Faust, supposed to be a prominent resident of Salt Lake City, was found dead in his bed at the Clifton house, North Broadway and Temple street, this morning, from heart failure. Mr. Faust arrived at the hotel two days ago. Letters found in his pockets indicated that he was prominent in irrigation enterprises to the recent irrigation congress in El Paso.

**The Medicine Habit.**  
(Indianapolis News.)  
There is something fascinating about a medicine advertisement. It begins by describing the symptoms of the disease for which it is a sure cure, and any one with a vivid imagination will immediately feel all the pains and aches, that full feeling after dinner, a rumbling in the bowels and everything else described in the advertisement. The medicine will go straight to the "spot," and from one to five bottles will cure. In many cases the medicines do cure. It is easier and cheaper to go to the drugstore and buy a bottle of medicine than it is to call on the physician or have him call on you, and then pay him and get his prescription filled and pay for that.

The medicine habit is easily acquired, particularly if the dose is something pleasant to the taste. In the matter of narcotics the sensation is more agreeable than otherwise. A small dose taken to relieve pain, followed by beneficial results, gives the user a firm belief in the medicine. It is easy to take a dose when there is no pain, and soon the habit grows.

It is not the poor that dread the trouble and expense of a physician any more than the well-to-do. A dose in the drug store, and certainly the one at hand is preferred to the one a few squares or a mile away. A woman once contracted the medicine habit from being presented with a case of homeopathic medicines when she was about to take a journey. She had no need of a single remedy in the case, but because the medicines were there she tipped one bottle and then another to her tongue, from time to time, and finally got to the point when she would go into a drug store and buy a medicine, and take it whenever she felt inclined. It is a wonder that the doses did not endanger her life, but she still lives. Another woman became a confirmed drunkard from buying medicines made of bad whiskey. The cases of morphine addicts are so common that they excite pity, but not surprise. An Indianapolis man went to Europe, and not knowing the name of his favorite

drug in the country where he was staying, wrote to a druggist here to send him a large quantity.

**Insomnia as a Profession.**  
(New York Mail.)

When you say to your doctor, "I haven't slept a wink for forty-eight hours," he probably smiles faintly and sympathetically. His reply will depend on his character and position. If he has fewer patients than he wants, and is naturally complaisant, he will say, "Too bad! We'll see if we can't remedy that." If he has more patients

than he wants, and likes to lay down the law, he will say, "Come, come! You sleep more than you think you do."

But when a man says, "I haven't slept a wink for ten years, and don't intend or expect to sleep for the next ten years," we imagine that even the struggling young physician who always believes what his patients tell him will answer with the gruff old doctor's expression of incredulity. This is what Albert Herpin of Trenton says. Unable to sleep, he decided not to sleep. And now he has turned his sleeplessness into a means of fame and fortune. He is going to keep awake, under medical supervision, for a fixed purse. He proposes to make himself the champion

long-distance vigilist.

If he succeeds, a new and profitable occupation will open itself up to the people who cannot sleep. But it is not an occupation that will last very long. The demonstration that people need not sleep being once made—that they can stay out all night if they want to, to-night and all other nights, and go to work fresh in the morning—sleeplessness will become universal and commonplace. What is the use of wasting time in bed if it is not necessary? Instead of saying with Sancho Panza, "God bless the man who first invented sleep," the hastening American will be heaping benedictions on the head of the man who abolished sleep.

**Reflections of a Bachelor.**

(New York Press.)

When a girl's eyes sparkle like jewels it is a sign they are in a novel.

If a woman were falling out of a balloon it would worry her to think that her hat wasn't on straight.

There would be a sight more joy in the world if there were no ice bills in summer and coal bills in winter.

A girl ought to be grateful to a man for the fine color he can give her when he catches her alone behind a screen.

The way to have broken down Job's patience would have been to let somebody else in the family have the boils and complain to him about them.

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